

Message Text

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C O N F I D E N T I A L STATE 141723

E.O. 11652: GDS

TAGS: NATO, ETEL, MARR

SUBJECT: NATO SATCOMTAIL, NORFOLK

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REF: USNATO 5306, DTG 241939Z MAY 78

1. FOLLOWING COMMENTS RESPOND TO QUESTIONS RAISED
PARA 4 OF REF TEL:

A. KG-81 IS RELEASABLE TO NATO.

B. TEST MODEL KG-81 IS SECAN APPROVED. PRODUCTION
VERSION WILL BE APPROVED AFTER EVALUATION BY SECAN.
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C. ALTHOUGH DETAILED COSTS FOR ALTERNATIVE SOLUTIONS
TO FIBER OPTIC SYSTEM AT NORTHWEST ARE NOT AVAILABLE,
BASED ON OUR EXPERIENCE WITH SIMILAR OPTIONS FOR SHORT
PATHS, WE HAVE FOUND THAT LOS SYSTEM COST ARE SIGNIFI-
CANTLY HIGHER WHILE COSTS FOR BURIED VF CABLE WILL BE
CONSIDERABLY LESS.

D. WE INTEND TO PROCURE CABLE AT NORTHWEST UNDER US COMPETITIVE PROCUREMENT PROCEDURES. ALTHOUGH WE COULD CONSIDER ICB, BECAUSE OF LOW COST OF TAIL AND

TIME REQUIRED TO COMPLY WITH ICB PROCEDURES, WE BELIEVE IT IS IN NATO'S INTEREST TO AGREE THAT US SHOULD PROCEED WITH COMPETITIVE BIDS UNDER APPROPRIATE ASPR'S.

E. US CAN EXECUTE NATO-ONLY TWO-HOP LOS SOLUTION. ICB PROCUREMENT COULD BE CONSIDERED. TO PREPARE SPECIFICATIONS, EVALUTE BIDS, AWARD CONTRACT AND TO INSTALL SYSTEM WOULD TAKE APPROXIMATELY 2 YEARS AFTER GO AHEAD.

F. MAXIMUM PERMISSIBLE TOWER HEIGHT AT NH-95 IS 140 FEET ABOVE MEAN SEA LEVEL.

G. EQUIPMENT WHICH NATO WOULD PROCURE FOR OWN USE (100 PERCENT OF COST) WOULD BE PROPERTY OF NATO.

H. WE ESTIMATE NATO SHARE OF ANNUAL MAINTENANCE COSTS AT 15K DOLLARS.

2. SINCE TAIL AT NORTHWEST IS ON A PROTECTED MILITARY CONFIDENTIAL

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INSTALLATION, IT MAY BE UNNECESSARY TO SECURE THIS TAIL. BY DELETING THIS NICSMA REQUIREMENT FROM TYPE B ESTIMATE, COST OF SHARED SYSTEM TO NATO WOULD BE 661K DOLLARS PLUS APPROXIMATELY 65K DOLLARS FOR NATO SHARE OF PROTECTION OF FIBER OPTIC TAIL AT NORFOLK, VA. BECAUSE OF THESE COST SAVINGS TO NATO, YOU SHOULD PRESS FOR CONSIDERATION OF THIS SOLUTION.

3. US TEAM WILL BE AVAILABLE FOR FOLLOW-ON SCREENING AS REQUESTED IN PARA 5 REF.

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